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Message Text

UNCLASSIFIED

PAGE 01 LUSAKA 02566 170854Z

17
ACTION AF-10

INFO OCT-01 ISO-00 EB-07 RSC-01 /019 W
---------- 084061
R 161514Z DEC 74
FM AMEMBASSY LUSAKA
TO USDOC WASHDC
INFO SECSTATE WASHDC 1061

UNCLAS LUSAKA 2566

E.O. 11652: N/A
TAGS: BEXP, ZA
SUBJECT: ACRODYNE INDUSTRIES, INC.

1. ELECTRICAL MAINTENANCE LUSAKA, MAJOR SUPPLIOYLFOR SEVERAL MILLION DOLLAR GRZ TELEVISION TRANSMITTER EXPANSION PROJECT, REPORTS IT IS SERIOUSLY CONSIDERING SHIFTING SOURCE OF SUPPLY FROM ACRODYNE INDUSTRIES, INC. 21 COMMERCE DRIVE, MONTGOMERYVILLE, PA 18936. TO W. EUROPE. REASON GIVEN IS THE ACRODYNE INSISTENCE ON LETTER OF CREDIT FOR EACH TRANSACTION IS CAUSING INTOLERABLE OPERATION PROBLEMS. ELECTRICAL MAINTENANCE HAS NO OBJECTION TO L/C REQUIREMENTS FOR MAJOR PURCHASES BUT ON A SMALL ORDERS OF PARTS WHERE TIME IS MAJOR CONSIDERATION COMPANY MUST OPERATE ON CASH ON DELIVERY BASIS. CUMBERSOME BUREAUCRATIC PROCESS INVOLVED IN OBTAINING GRZ APPROVAL FOR L/C S IS COSTLY AND TIME CONSUMING, USUALLY BETWEEN FOUR AND SIX WEEKS, AND WHILE GRZ ON ONE HAND INSISTS ON RAPID PERFORMENCE, IT NONETHELESS DOES LITTLE TO FACILITATE IMPORT FINANCING.

2. ACTION REQUESTED: SUGGEST COMMERCE CONTACT JOHN PARKS OF ACRODYNE WHO MOST HELPFUL RESOLVING EARLIER PROBLEM (REFTEL) AND ALERT HIM OF POSSIBLE LOSS OF SALES DUE TO L/C REQUIREMENTS. ELECTRICAL MAINTENANCE (WTDR 9/74) ENJOYS VERY FAVORABLE REPUTATION.
WILKOWSKI

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Message Attributes

Automatic Decaptioning: X
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Draft Date: 16 DEC 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
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